



Doing Business With The Navy



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Deputy Assistant Secretary of the Navy
(Acquisition & Logistics Management)**

May 30, 2007



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Acquisition One Source

This information is made available to support the broad acquisition workforce (DAWIA, other government, and industry) with the authoritative information and support they may need.

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Office of the Assistant Secretary of the Navy (Research, Development and Acquisition)
1000 Navy Pentagon, Washington, DC 20350-1000

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http://acquisition.navy.mil/acquisition_one_source



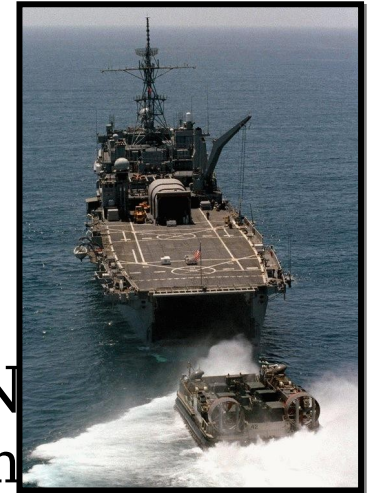
Agenda

- **Navy Acquisition Environment**
- **Small Business Trends**
- **How to Market Your Business**
- **Points of Contact**
- **Summary**



Navy Acquisition Environment Transforming for War on Terror

- Navy platforms are inherently flexible
 - Must buy smarter
 - Build with the future in mind
 - Meet CNO's Objectives

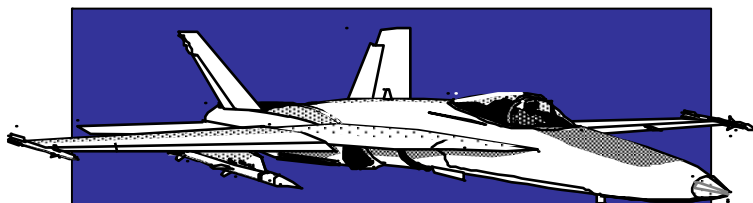


- Navy Expeditionary Combat Command (NEXCC)
 - Combines 40k Sailors from 9 different commands
 - Navy Coastal Warfare; Riverine; EOD; Logistics Support
 - SEABEE's; Maritime Civil Affairs; Combat Readiness Center
 - Expeditionary Security Force; Expeditionary Training Team
- 11,000 Sailors serving ashore in 27 Middle East countries
 - Over 4,000 Sailors in Iraq

More Sailors are serving ashore than afloat in CENTCOM AOR



Major Navy Buying Commands



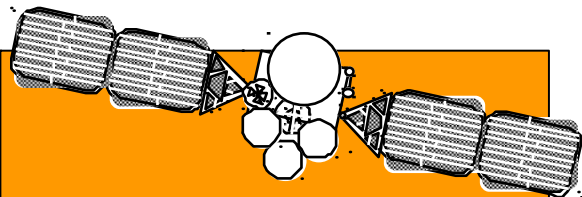
Naval Air Systems Command

Director of NAVAIR Small Business

Phone: (301) 757-9044

Fax: (301) 757-9093

www.navair.navy.mil



**Space and Naval Warfare
Systems Command**

Director of Small Business Program

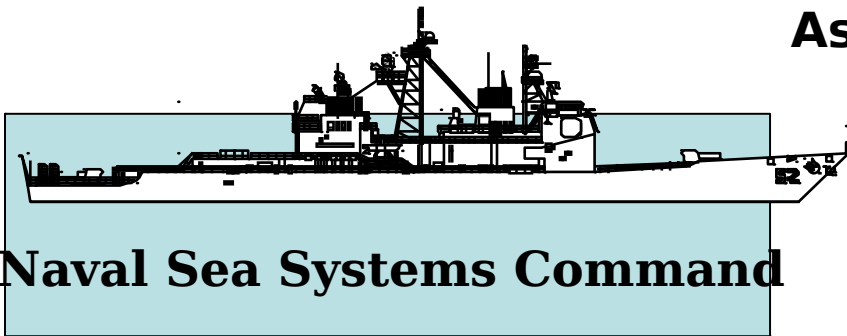
Phone: (619) 524-7701

Fax: (619) 524-3165

<https://e-commerce.spawar.navy.mil>



Major Navy Buying Commands



Naval Sea Systems Command

Associate Director of Small Business

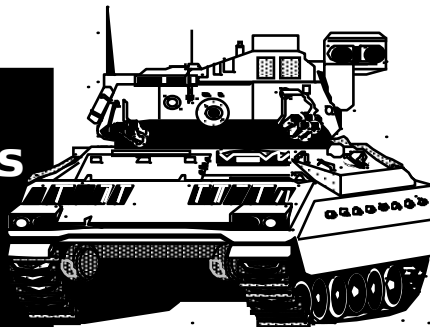
Phone: (202) 781-3965

Fax: (202) 781-4772

www.navsea.navy.mil

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**Marine Corps
Systems
Command**



Associate Director of Small Business

Phone: (703) 432-3950

Fax: (703) 432-3535

www.marcorsyscom.usmc.mil

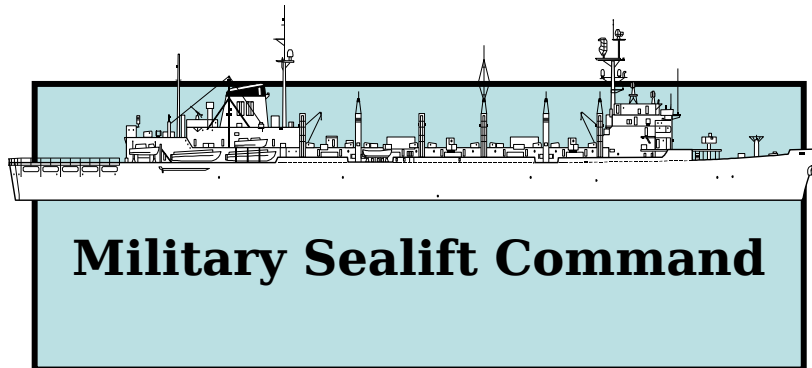


Major Navy Buying Commands



Associate Director of Small Business
Phone: (202) 685-9129
Fax: (202) 685-1485

www.navfac.navy.mil



**Associate Director of Small
Business**
Phone: (202) 685-5565
Fax: (202) 685-5515

**[www.msc.navy.
mil](http://www.msc.navy.mil)**



Major Navy Buying Commands



Associate Director of Small Business
Phone: 703-696-4511
Fax: 703-696-4430

www.onr.navy.mil



**Associate Director of Small
Business**
Phone: (717) 605-3575
Fax: (717) 605-1102

<https://www.navsup.navy.mil>



Resale Opportunities



Exchanges



www.aafes.com



<http://www.usmc-mccs.org/buspartners/re>



Defense Commissary Agency (DECA)

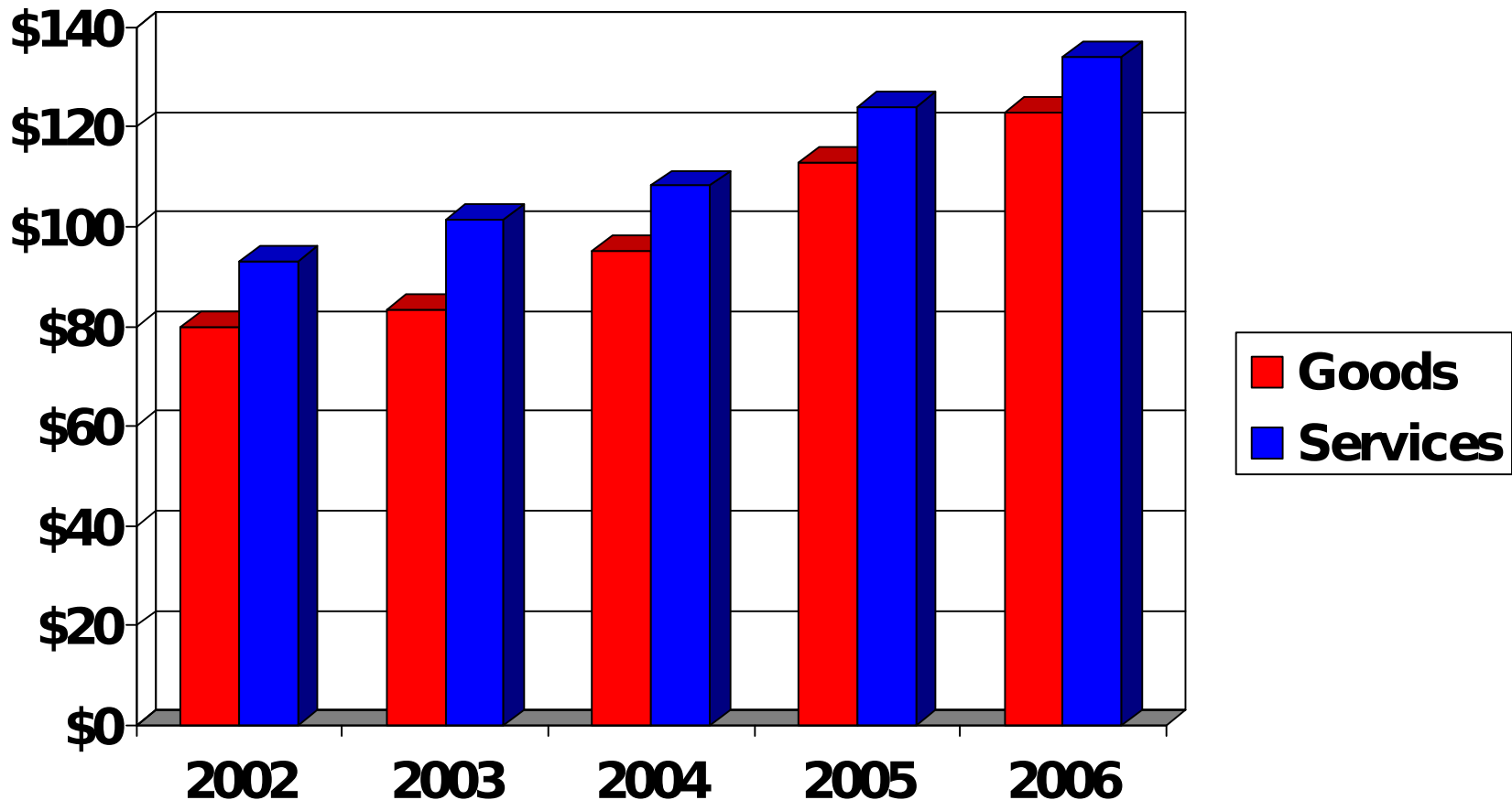


www.commissaries.com/



DoD Expenditures in the U.S. Trend of Goods and Services

\$ Value in Billions





How To Market Your Business

- **Register Your Firm And Products**
- **Get Acquainted With The Procedures**
- **Learn About the Marketplace**
- **Find Specific Opportunities**
- **Make It Easy For Customers**
- **Learn About
Special Programs**
- **Seek Assistance**





Register Your Firm and Products

◆ Register Your Company

✓ Obtain Data Universal Numbering Systems (DUNS)

☐ http://www.dnb.com/US/duns_update/index.html

✓ Obtain Commercial and Government Entity (CAGE) Code

☐ <http://www.dlis.dla.mil/cageserv.asp>

✓ Register in the DoD Central Contractor Registration (CCR) System

☐ <http://www.ccr.gov>

✓ Federal Supply Classification Code (FSC)

☐ <http://www.usabid.com/resources/tables/pscs/>

✓ North American Industry Classification System (NAICS)



Get Acquainted with the Procedures

- ✓ **Federal Acquisition Regulation (FAR)**

- ❑ <http://www.acqnet.gov/FAR/>

- ✓ **Defense Federal Acquisition Regulation Supplement (DFARS)**

- ❑ <http://www.acq.osd.mil/dpap/dars/dfars/index.htm>

- ✓ **Navy Marine Corps Acquisition Regulation Supplement (NMCARS)**

- ❑ http://acquisition.navy.mil/policy_and_guidance/nmcars_



Learn About the Marketplace

✓ **Buying Commands**

✓ **Other Navy**

❑ www.hq.navy.mil/sadbu/HCA.htm

✓ **Other Services**

❑ www.sellingtoarmy.info

❑ www.selltoairforce.org

✓ **DoD**

❑ <http://>

✓ www.acq.osd.mil/ocbp/publications/sbs/sbs.html
Purchased

❑ **ST28 Report - Sorted by FSC**

<http://permanent.access.gpo.gov/lps57820/w>

www.acq.osd.mil/sadbu/doing_business/index



Find Specific Opportunities

✓ **Navy Electronic Commerce Online (NECO)**

☐ <https://www.neco.navy.mil>

✓ **Federal/DoD Business Opportunities**

☐ <http://www.fedbizopps.gov>
☐ <https://email6.prod.dodonline.net/main/>



✓ <https://progate.daps.dla.mil/home/>
Subcontracting Resources

☐ <http://>

☐ www.acq.osd.mil/osbp/doing_business/index.htm
☐ http://www.sba.gov/GE/indexcontacts_sbsa.html



Make It Easy For Your Customers

✓ **Federal Supply Services (FSS)**

❑ <http://www.gsa.gov/Portal/gsa/ep/channelView.do?pageTypeId=8199&channelId=-13263>

✓ **Government Charge Card Program**

❑ <http://www.gsa.gov/Portal/gsa/ep/channelView.do?pageTypeId=8211&channelPage=%2Fep%2Fchannel%2FgsaOverview.jsp&channelId=-12984>

>Using GSA > GSA SmartPay



Small Business Emphasis Programs

- ✓ **Mentor-Protégé**
- ✓ **Small Business Innovation Research**
- ✓ **Women-owned Small Business Program**
- ✓ **HubZones**
- ✓ **HBCU and other Minority Institutions Program**
- ✓ **Veteran Owned Small Business Program**

<http://app.vetbiz.gov/>

<http://www.sba.gov/vets/procurement/procurement-pre-f.pdf>



Business Partner Network

Go Directly To:

- Central Contractor Registration (CCR)
- Federal Agency Registration
- Online Representations and Certifications Application (ORCA)
 - Vendor
 - Public
- Past Performance Information Retrieval System (PPIRS)
- Excluded Parties Listing System
- EEO Pre-Award Clearance

The Business Partner Network is the single source for vendor data for the Federal Government.

The BPN is a search mechanism that provides unprecedented views into several key databases across Federal Agencies.

The Small Business Administration seeks your comments.

Important information about your Average Number of Employees & Average Annual Receipts in your CCR Registration.

The one-year average number of employees for your entire firm includes those of all affiliates worldwide, and is the average number of persons employed for each pay period over the concern's last 12 months. Any person on the payroll must be included as one employee regardless of hours worked or temporary status. The number of employees of a concern in business under 12 months is based on the average for each pay period it has been in business. For more information see:
<http://www.sba.gov/size/part121sects.html>

The three-year average annual receipt is (AAR) means "total income" or "gross income" plus "cost of goods sold" as reported to the IRS tax returns and includes those of all affiliates worldwide. The AARs are calculated based on your firm's last three completed fiscal years. Travel, real estate and advertising agents, providers of conference management services, freight forwarders, customs brokers and tour operators may deduct amounts they collect on behalf of another. If a concern has not been in business for three (3) years, the average weekly revenue for the number of weeks the concern has been in business is multiplied by 52 to determine its average annual receipt. For more information see:
<http://www.sba.gov/size/part121sects.html>

egov
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Upcoming Events

1	2	3	4	5	6
7	8	9	10	11	12
13	14	15	16	17	18
19	20	21	22	23	24
25	26	27	28	29	30
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FIRSTGOV
Your First Click to the U.S. Government

CCR FedBizOpps

SBA

PPIRS
PAST PERFORMANCE INFORMATION RETRIEVAL SYSTEM

FedReg

BINCS

UID
Universal Identification



<http://www.bpn.gov>



Available Help - SBA



Offices Providing Assistance To Small Businesses For Defense Procurement

**Office of Small Business
Programs of the Department
of the Navy
Washington Navy Yard,
Building 36
720 Kennon St., SE
Washington, D.C. 20374-5015
Phone: (202) 685-6485
Fax: (202) 685-6865**

**Small Business Administration
Kansas City District Office
1000 Walnut, Suite 500
Kansas City, MO 64106
(816) 426-4900**

**St Louis District Office
200 North Broadway, Suite 1500
St Louis, MO 63102
(314) 539-6600**



Area DoD Small Business Representatives

Marine Corps

Marine Corps Regional Contracting Office: 816-843-3710
Marine Corps Mobilization Command Fax: 816-843-3730
15430 Andrews Road
Kansas City, MO 64147-1208

Army

Fort Leonard Wood
561 Iowa Avenue
Fort Leonard Wood, MO 65473-0140

Phone: 573-596-0264
Fax: 573-596-0267

Air Force

Air Combat Command
509 CONS/CCV - Air Combat Command
727 Second Street, Suite 124A
Whiteman AFB, MO 65305-5344

Phone: 660-687-3641



Share Your Thoughts

Office of Small Business Programs of the Department of the Navy

Washington Navy Yard, Building 36

720 Kennon St., SE

Washington, D.C. 20374-5015

Phone: (202) 685-6485

Fax: (202) 685-6865

<http://www.donhq.navy.mil/osbp/>

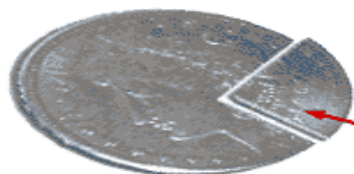


Area Procurement Technical Assistance Centers



Selling to the Government.net

Association of Government
Marketing Assistance Specialists

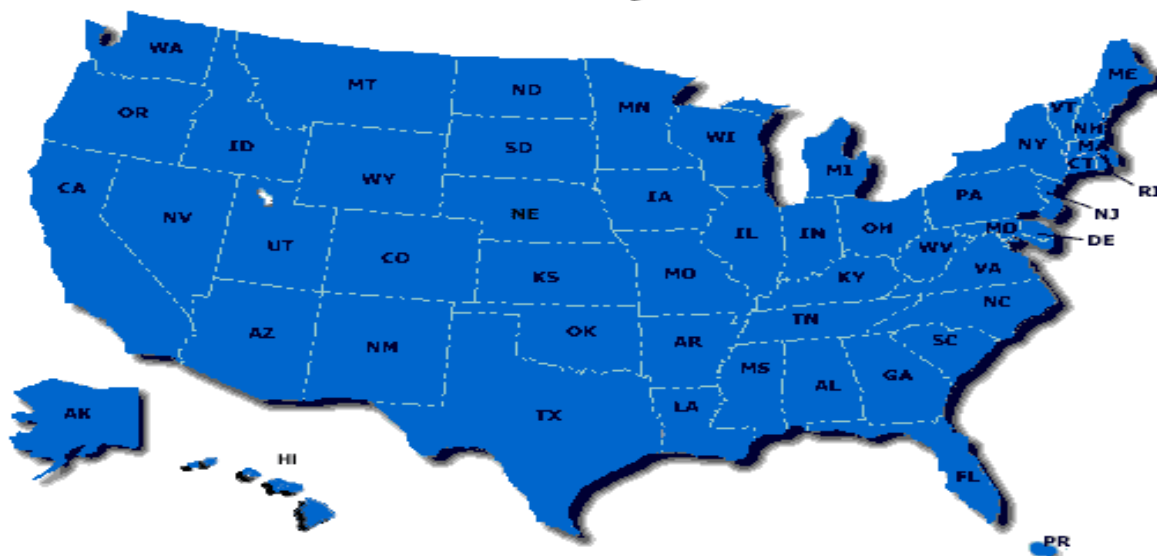


More than **\$216 billion** was paid for
federal government contracts in 1999

24% was paid to small businesses

Learn how to get your share!

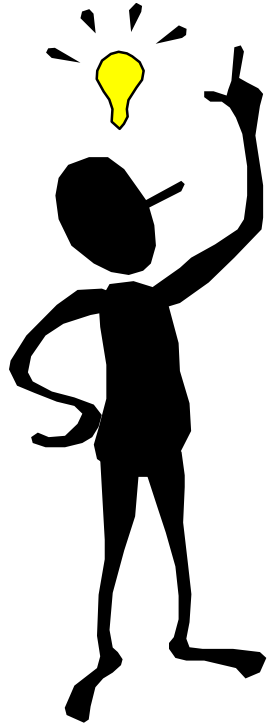
**Click on the map below to select the Procurement Assistance Center
nearest you:**



[AK](#) [AL](#) [AR](#) [AZ](#) [CA](#) [CO](#) [CT](#) [FL](#) [DE](#) [GA](#) [ID](#) [IL](#) [IN](#) [IA](#) [KS](#) [KY](#) [LA](#) [MA](#) [ME](#) [MD](#) [MI](#) [MN](#) [MS](#) [MO](#) [MT](#)
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www.sellingtothegovernment.net

Web Sites to Remember...



www.acquisition.navy.mil

(site for this presentation)

www.acq.osd.mil/osbp

www.donhq.navy.mil/osb

www.gsa.gov

www.bpn.gov

www.sba.gov

www.fedbizopps.gov



Doing Business With The Navy



Thank You